

Message Text

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12

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /015 W

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P R 010835Z MAY 74

FM AMEMBASSY TOKYO

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 1631

UNCLAS TOKYO 5731

FOR TIR/WELCH

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: FOOD PROCESSING AND PACKAGING (FPP) TIR

REF: USDOC 6226

1. TC DOES NOT AGREE THAT PACIFIC PROJECTS (PP) SHOULD BE AWARDED
SUBJECT RESEARCH STUDY.

2. POST EVALUATION OF PP'S LAST STUDY, AUTOMATED AND COMPUTER
CONTROLLED ANALYTICAL INSTRUMENTS, ALTHOUGH PRELIMINARY AND
INCOMPLETE AT THIS STAGE (STUDY ALREADY ACCEPTED BY OIM), REVEALS
WHAT ARE CONSIDERED TO BE SOME SERIOUS SHORTCOMINGS, IN THAT PP
HAS BY-PASSED THE MAJOR AND MOST PROFITABLE SEGMENTS OF THE INDUSTRY
AND CONCENTRATED ON THE MEDICAL ASPECT, APPROXIMATELY THREE PERCENT
OF THE TOTAL AVAILABLE MARKET AND INCORRECTLY DESCRIBED MITI POLICY ON

COMPUTER IMPORTS. THE POST WILL PROVIDE A FULLER EVALUATIN AT A
LATER DATE. THIS CASTS DOUBTS ON PP'S "PROVEN COMPETNCE."

3. PP'S BID INDICATING FOUR MONTHS TIME EXCEEDS TIME FRAME
MENTIONED OIM BID SPECIFICATIONS AND ALL OTHER BIDDERS BY ONE MONTH.

4. ALTHOUGH BID SPECIFICATION INDICATED A MAXIMUM OF FORTY
INTERVIEWS AS SUFFICIENT THIS STUDY, OIM APPEARS TO STRESS UNDULY
PP'S PLAN TO EXCEEED THAT NUMBER. FIRM ORIGINALLY RECOMMENDED BY
TC, T.S. JOHNSEN, INDICATED THAT MORE THAN FORTY INTERVIEWS WOULD
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BE CONDUCTED IN NECESSARY.

TM OF THE FOUR LOWEST BIDS, TC WOULD ELIMINATE MENTOR'S AS NOT MEETING SPECIFICATIONS AND OTHERWISE WEAK AND UNACCEPTABLE. FOR REASONS CITED ABOVE, TC BELIEVES PP'S BID SHOULD NOT BE ACCEPTED AND STRONGLY URGES OIM CONSIDER TC'S ORIGINAL RECOMMENDATION AND LEAST EXPENSIVE BIDDER, T.S. JOHNSEN. IF OIM WISHES EXCEEED PRICE GUIDELINE MENTIONED SPECIFICATIONS, TC RECOMMENDS A.T. KEARNY'S PROPOSAL, ONE OF FINEST TC HAS SEEN, BE ACCEPTEEO PLEASE ADVISE ASAP.
SHOESMITH

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